

Message Text

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45

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 AID-05 CIAE-00 COME-00 FRB-03

INR-07 NSAE-00 TRSE-00 XMB-02 OPIC-03 SP-02 CIEP-01

LAB-04 SIL-01 OMB-01 SS-15 NSC-05 SSO-00 NSCE-00

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O 181140Z MAR 75

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC IMMEDIATE 2263

LIMITED OFFICIAL USE BELGRADE 1249

E.O. 11652: N/A

TAGS: OVIP (BIJEDIC), YO

SUBJ: ADVANCE INDICATION OF ECONOMIC SUBJECTS FOR
BIJEDIC/SMOLE VISIT TO U.S. (KOSOVO THERMOELECTRIC
POWER PLANT)

REF: A. BELGRADE 1013 B. BELGRADE 1157

1. LOCAL WESTINGHOUSE REP (KOSTIC/PROGRES) ADVISES
THAT SMOLE WILL RAISE KOSOVO PROJECT DURING HIS VISIT
TO U.S. AND WILL INDICATE YUGOSLAV INTEREST IN U.S.
EQUIPMENT IF ACCEPTABLE EXIM AND COMMERCIAL BANK
FINANCIAL PACKAGE CAN BE PUT TOGETHER.

2. KOSTIC TELLS US THAT KOSOVO GOVT AUTHORITIES
STRONGLY SUPPORT CONTRACT FOR POWER PLANT GOING TO WEST
AND THAT SMOLE HAS AGREED MENTION PROJECT WHILE IN U.S.
KOSOVO TEAM HAS RETURNED FROM SOVIET UNION
AND BELIEVES THAT SOVIETS INFERIOR ON TECHNICAL
GROUNDS TO THAT AVAILABLE FROM WEST, ALTHOUGH
COMMERCIAL ASPECTS UNMATCHABLE ANYWHERE.

3. HE BELIEVES THAT WESTINGHOUSE IN LEAD ON GENERATORS
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AND ELECTRICAL PACKAGE, WITH MAJOR SERIOUS COMPETITION

COMING FROM FRENCH WHO BACKED BY COFACE AND OTHER
FINANCIAL HELP AND ALSO CONSIDERED VERY ACCEPTABLE
TECHNICALLY. GERMANS HAVE DROPPED BEHIND BECAUSE OF
INABILITY TO OFFER GOOD FINANCIAL TERMS. KEY TO WESTING-
HOUSE'S SUCCESS WILL BE FINANCIAL TERMS.

4. ON BOILERS HE BELIEVES CHOICE IS BETWEEN CANADIANS AND
BABCOCK-WILCOX U.S., WITH DECISION VERY MUCH A TOSS-UP.

5. KOSTIC HAS ASKED DEPT PASS ON FOREGOING TO WESTINGHOUSE
AND WE CONCUR. WOULD BE USEFUL IN OUR JUDGEMENT FOR
SENIOR WESTINGHOUSE OFFICIALS HAVE SOME OCCASION MEET
SMOLE WHILE HE IN U.S. WE RECOGNIZE THAT CROWDED
SCHEDULE PROBABLY PRECLUDES ANY SEPARATE APPOINTMENT. BUT
PERHAPS OPPORTUNITY COULD BE FOUND INCLUDE THEM IN SOCIAL
EVENT, IF NOT IN WASHINGTON THEN PERHAPS IN NEW YORK.
MILLER

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